

Message Text

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PAGE 01 LYON 00116 240250Z

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W

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FM AMCONSUL LYON

TO SECSTATE WASHDC 0756

USDOC WASHINGTON

INFO AMEMBASSY PARIS

UNCLAS LYON 0116

E.O. 11652: N/A

TAGS: BEXP, FR

REF USDOC 6814

SUBJECT: WTDR MERLIN-MEDICAL

1. ADDRESS: 121 COURS ALBERT THOMAS 69003 LYON, LOUIS MERLIN,
MANAGING DIRECTOR, TELEX: 44-463 ITM, TELEPHONE: 54382

2. LIMITED LIABILITY COMPANY ESTABLISHED IN OCTOBER 1972
IN RENTED OFFICE, STORE ROOM AND SHOP COVERING 120 SQUARE METERS,
CAPITALIZED AT TWO HUNDRED THOUSAND FRANCS, IT EMPLOYS 4
PERSONS, FIRM IS DISTRIBUTOR OF MEDICAL AND SURGICAL INSTRU-
MENTS MAINLY DISPOSABLE IMPORTED FROM US, ENGLAND, IRELAND
AND ISRAEL WHICH IT SELLS IN FRANCE THROUGH ITS 8 AGENTS
AND SOCIETE MIDICHIRURGIE, 148 RUE SAINTCECILE, MARSEILLE,
A COMPANY OWNED BY MR JACQUES MERLIN A BROTHER OF MR LOUIS
MERLIN

3. FINANCIAL REFERENCES BANQUE NATIONALE DE PARIS, MONPLAISIR
AGENCY 69003 LYON AND SOCIETE MARSEILLAISE DE CREDIT, LYON

4. EXCLUSIVE DISTRIBUTOR SINCE 1972 FOR STERILIZERS AND
DISPOSABLE SURGICAL INSTRUMENTS MADE BY H. W. ANDERSEN OF NEW
YORK AND SINCE 1974 FOR MECHANICAL SUTURE CUTTERS FROM US
SURGICAL CORPORATION OF NEW YORK

5. LOCAL CREDIT SOURCE STATES THAT FIRMS VOLUME OF SALES IS
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OVER ONE MILLION FRANCS, FIRM DEALS PRINCIPALLY WITH GOVERNMENT
HOSPITALS WHICH HAVE THE REPUTATION OF PROTRACTING PAYMENTS,

DELAYS BEING BETWEEN FOUR TO SIX MONTHS, THIS EXPLAINS THAT
FIRMS FINANCIAL MEANS ARE TIGHT, IN SPITE OF TIS RECENT
ESTABLISHMENT FIRMS ACTIVITY IS EXPANDING, IT MAINTAINS
SATISFACTORY BANKING RELATIONSHIP AND ENJOYS A GOOD OVERALL
REPUTATION, CAUTION IN EXTENDING CREDIT IS RECOMMENDED.

HARRINGTON

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